

OPENING SESSION OF CONVENTION IS MARKED WITH ENTHUSIASM

CONVENTION PROMISES A BUSY SESSION

Fred L. Waldron Is Named as Permanent Chairman of Second Annual Meeting

QUANTITY OF BUSINESS HANDLED OPENING DAY

Delegates Brimful of Enthusiasm on Hand for Roll Call. Show Marked Interest

(Continued from page two)

the full measure of success is reduced proportionately.

I have spoken of the necessity of education, of publicity and of our attitude towards conferences of this kind, but in addition to study and time which we must each give to the common good, there is still another important factor which I am loath to pass unnoticed. That is, to the spirit in which we do our public work. Cold efficiency without good will repels rather than attracts, and is alone not sufficient. We need to demonstrate good nature and a desire to achieve without selfishness or jealousy in the success of others. We should develop the spirit which desires the uplift of the whole community and aims to move everyone along the road of progress not simply our immediate friends.

Mutual stimulation is one of the greatest causes of action, and we in Hawaii have not heretofore used this potent influence to full advantage.

An efficient, active, honest county administration is worth infinitely more than the money it saves, for it brings returns in a thousand other ways. It makes for convenience and ease of living which are conducive to happiness. It brings unexpected accretions in population, in commercial enterprises, and therefore in wealth.

An active live community with a clear vision of its possibilities and confidence in its future is one in which all vigorous people like to live and into which they are willing to cast their lot. Therefore each man who attends and takes an intelligent interest in a convention like this is doing his part, and setting his example.

In closing I desire to call your attention to a somewhat modified busy man's creed which I suggest is equitable for the adoption of everyone who has the interest of our islands at heart.

I believe in work, not weeping; in boosting not knocking; and that pleasure is to be found in every kind of a job.

I believe that a man gets what he goes after, that one deed done today is worth two deeds tomorrow, and that no man is down and out until he has lost faith in himself.

I believe in today and the work that I have to do, in tomorrow and the work that I hope to do and in the sure reward which the future holds.

I believe the time to surrender is when I am beaten, and that I am beaten when I admit it.

I believe in the future of these islands and that the people in them are certain to have the opportunity of rendering some signal service to our common country.

I believe in courtesy, in justice, in kindness, in generosity, in good cheer, in friendship and in honesty.

I believe there is something doing somewhere for every man ready to do it, and I believe we in Hawaii are ready right now.

Dr. Elliot Responds.

In response to the opening address of George R. Carter, Dr. H. B. Elliot, president of the Hilo Board of Trade, spoke as follows:

"When the idea of this convention was first mooted in Hilo, it was regarded by many as a visionary and impracticable scheme. This splendid and representative gathering of men from all our islands, united by a common desire to better the conditions of life in this country, is in itself sufficient proof, that we have succeeded in passing the initial obstacles of doubt and skepticism that hamper all new experiments.

"The convention idea has come to stay, and we have already reached the point where we can step forward boldly and define and formulate the purpose underlying this movement. The value of this convention does not only lie in spreading and imparting knowledge of many useful subjects which might be just as easily and much more conveniently secured from books and pamphlets by the home fireside, or in the outburst of good fellowship that are always started when persons get together in moments stolen from business cares with the true, good time spirit in their hearts. It is something more than an excuse for a junketing trip, or for the indulgence on the part of the elderly in high jinks and tomfoolery. I think that all of us, young and old, should wear the cap and bells and whoop it up in the interest of the convention.

True Purpose of Meeting

"The true purpose of this gathering, and I am sure that you will each and all of you agree with me on this, is to quicken the spirit of our organizations, to stimulate enthusiasm and responsibility, and to proclaim a broader and nobler conception of the duty of the individual to the community, and to set forth in clear focus

these ideals which alone make the life of men upon this earth worth living. When we can even up, and we must not be discouraged if our arrows fall short of the mark, and translate this purpose into action, then, and then only, will the work of our organizations have a beneficial effect upon the happiness and prosperity of our people.

"The good folks of Hilo have been conducting for some months past a campaign under the slogan 'See Hawaii First.' I say to you, men of Kauai, Oahu and Maui, follow our example, and boost the attractions of your own islands; loud and long and all the time. But let us get together right now and start a bigger and better campaign, a hands across the channels' movement for the advertising and greater glory and honor of our Hawaii nei. If we can start this in a spirit of mutual sympathy and helpfulness, this convention will not have met in vain.

"Mr. Chairman, I voice the sentiments of your guests today when I say that you and your colleagues have done everything that is possible to make our stay with you one continuous round of joy and pleasure. We thank the Honolulu organizations for the glad hand and cheery welcome so lavishly extended to us. We are having a splendid time making friends with everybody, and we feel like shaking hands with you and with ourselves on the success that has so far attended the meeting of the second annual civic convention."

Following the preliminary business, the discussion of matters of promotion and tourist travel to the islands, and their great value at the present time, was taken up. The first address upon this subject, that dealing with the general treatment of promotion, was delivered by Lorrin A. Thurston in a forcible and interesting manner. Mr. Thurston spoke for twenty minutes, his remarks being punctuated by warm applause, as follows:

Mr. Chairman and Delegates:—This is a solemn occasion; solemn because a grave charge has been made against an important community in these islands. Within the past week I have heard it seriously charged that with its leis and its banners, its badges and its red neckties, its red and yellow umbrellas, its pipers, its marching and its noise committee, "Hilo has gone bughouse!"

Well, if the experience which I have been going through for the last two weeks, and especially during the last two or three days, constitute the status of bughouse, why, all I have to say is to plead guilty, and say "God bless the bugs."

This is a business convention of businessmen — to consider serious subjects, vitally affecting the public welfare. It is assembled to formulate policies and to create and foster a public sentiment which will sooner or later crystallize into action by our county and territorial governments and by the local commercial associations.

Among the subjects which will have its consideration are: (1) The promotion of the building and care of good roads; (2) The promotion of diversified agriculture through experiment stations, demonstration farms, and the establishment of new industries by resident owners; (3) The promotion of tourist travel, not only by inducing travelers to come to Hawaii but to hold them here by making accessible our features and interest and beauty, and providing means to see, to show and explain them.

In other words, the reasons why we are gathered from the four corners of this territory can be summed up in the one word "Promotion." We are a territorial promotion committee, and our object is the promotion of the common good, with emphasis on the "common."

Pointed Epigrams

In view of this fact, the question has been seriously asked me, "How do you expect to accomplish serious results by dressing in strange clothes, doing weird stunts and tramping round the streets yelling like schoolboys?"

To such my reply is: "Lucky is the man-fortunate is the community—bleased is the nation that can mingle its work and its play. Play becomes more enjoyable when contrasted with work; and work becomes more efficient when its monotony is relieved by play."

"Laugh and the world laughs with you. Weep, and you weep alone" is as true as gospel.

Molasses catches more flies than vinegar; a smile is more effective than a frown.

Last Saturday's frolic leaves the people of Honolulu and her suburban neighbors of the other islands in a happier frame of mind, a more genial humor, with a kindlier feeling toward their neighbors and the world at large.

This spirit of neighborly cooperation in fun-making, personally participated in by bank presidents, plantation managers, railroad officials, editors of the leading papers, federal, territorial and county officials, leading businessmen in all branches, joining heartily with the younger men in the common object of having a little relaxation from the daily grind of life, and giving pleasure to others, has a direct and educative influence on the serious side of life; it stimulates, fosters and creates the spirit of cooperation, of harmony and of good fellowship; and this spirit is the most valuable of assets to any community.

What more natural than that those who have schemed together as play pirates, and tramped and shouted together, as umbrella brigades and noise committees, for the common pleasure, should continue to work together for good roads, for better health conditions, for beautifying our towns, and making them better and pleasanter places in which to live, for promoting common business interests, and common honesty in government.

This view of life is not a new discovery, even in Hawaii. One of the

joyous recollections of my youth, centers around that pillar of state, church, business and society—the Honorable Peter Cushman Jones, in a 4th of July Parade of the Antiques and Horribles, gotten up in brown tights in the most realistic semblance of a guerilla monkey. Well do I remember the spasms of joy which convulsed all beholders, as he would spring on and off of a wagon, dash through a crowd of shrieking children, and bound to the top of a fence, and there give likeliest representations of the domestic economy of his great prehistoric ancestor. I ask you gentlemen, did that performance indicate that our esteemed friend had "gone bughouse"? Or did it rather demonstrate the human interest element in his makeup which has since made a success of everything else which he has undertaken?

As I was saying, this philosophy of life is not new in Hawaii, but in the past two score or more of years, rapid and radical political changes and a strenuous struggle for wealth and power have bred animosities and tendencies which should be alien to this gentle climate and these scenes of beauty, and we have been inclined to overlook and minimize the virtues of those who did look through the same spectacles that we did. Why, it is within the year past that I heard a man say:

Hotchpot, Now Buried

"What is the Ad Club, anyway?"

And the editor of the Advertiser replied: "As near as I can make out, it is the Bulletin tall to Charlie Fraser's billboard kite."

That was less than a year ago. If any proof is required that a friendly spirit of mutual understanding, tolerance, and assistance is hovering over this territory, it is afforded by the spectacle which greeted the eyes of the Hilo delegation last Saturday morning, when on the deck of the Ad Club pirate ship Keokuk, we saw Mathieson, Farrington and Fraser literally "yelling like pirates," with faces painted out of the same grease pot, and, for all I know, sucking the milk of human kindness out of the same bottle.

Without undertaking to analyze the origin and pedigree of the Honolulu Ad Club, I think I express the unanimous sentiment of Hilo, when I say that like the pillar of cloud by day and of fire by night, which guided the children of Israel out of bondage, it has blazed the way toward the promotion of a mutual friendly feeling, as a spirit of personal service and of progress among the people of this territory.

The keynote word of this convention is "Promotion." Promotion of good roads, promotion of homebuilding and home industries; promotion of tourist travel and care; promotion of the live-and-let-live, get-together spirit.

There is no more interesting and pleasurable work than that of the creation and care of good roads.

I have no ambition for any other political office; but if ever I can afford it, I am going to volunteer my services as road supervisor, for the sheer pleasure incidental to the work of making and preserving good roads.

Tourists Affect Everyone

There is nothing that can be done in this territory more vital to its upbuilding and future welfare than the establishment of a landowning, self-supporting citizenship, carrying on home industries. It has been accomplished elsewhere, under more adverse circumstances; it can be done here by pursuing the methods which have proved successful elsewhere.

The discussion of these two subjects of our promotion program has been assigned to others. To me has been assigned the pleasurable office of discussing the means of promoting tourist travel to the territory, and their entertainment and care after arrival here.

Too many people in this community think of tourist travel as something that does not directly interest them. They think of it only as a part of the business of the steamships, the railroads and the automobile companies, and the hotel owners, and they relegate any further thought or action concerning the subject to the "Promotion Committee," whom they vaguely think of as having a soft snap, with a lot of money to spend and nothing much to do but hand out descriptive literature to enquiring strangers.

As a matter of fact, tourist travel to and through the territory presents a most hopeful rift in a somewhat lowering financial sky.

It is true that the transportation companies and the hotels are the direct mediums of disseminating the cash which the tourist dispenses; but these concerns are only the conduits through which a golden flood pours out over the land, freshening and quickening every industry.

Every man in Hawaii who has anything to sell, or who works for any one who has anything to sell, is directly interested in and benefited by the tourist business. This is, as a rule, admitted by those who stop to think about it; but there are others, such as those who live on their incomes, professional men, capitalists and others who have neither material or service to sell, who feel that tourist travel means nothing to them, except the overcrowding, at times, of steamers and cars, and an irritating increase in the local price of meat, vegetables and fruit.

Means Larger Population

These people are short sighted or blind. Crowded steamers and cars mean that larger and better steamers and cars will soon be built, and more frequent and faster service be furnished, with quicker and better mail deliveries to the benefit of all. They also mean a larger population, justifying and bringing a more extended, better and cheaper gas and electric supply, a wider area of free distribution of mails; an enlargement of service and decrease in unit cost of the

entire gamut, scope, and list of civilized conveniences and necessities.

The tourist promotion work divides itself naturally into two divisions, viz: First, getting them to the islands; and second, keeping them entertained after they are here.

Hawaii possesses a promotion organization which has done remarkably efficient work with entirely insufficient funds. It has practically confined its efforts to the first above mentioned division of work, viz, getting the tourists here; not that the value of the second division was not recognized, but that it did not have enough funds to do both, and it felt that the most important work was to first get the tourists here, believing that their care when here would partly be better taken care of when the community was more awake to the necessities and benefits of tourist promotion.

In the amplitude of his surplus vitality that indefatigable bundle of electric energy known as Alexander Hume Ford, established what he called the "Public Service Organization," to try and cover the unoccupied field. This organization has done good work; but the two divisions can and should be concentrated to the manifest benefit of each and the furtherance of the public interest.

Another feature of the promotion situation is that the organization has struggled along, not only hampered by lack of funds, but by a continued uncertainty as to the continuity of the sums which it did receive.

There is an immense field to cover—an enormous number of people to educate in the beauties and attractions of Hawaii, and an immense number of things to describe.

What We Ought To Do

We ought to be publishing descriptive literature by the million copies, whereas we are putting out editions of from 10,000 to 50,000.

We ought to be sending out enlarged photographs by the thousand, whereas we are doing it by the score.

We ought to have a thoroughly organized excursion and guide service, which would go after the tourist when he arrives, and show him how, when and where to enjoy himself; to organize personally conducted expeditions to every point of interest in the territory.

Many a tourist, now comes here, takes a few of the stock trips and then finds time hanging heavily on his hands, and shortly goes away thinking this a "dead-end" town, and that he has seen everything there is to be seen.

With a service of the character indicated, in effect, many tourists could be induced to stay for enjoyable months instead of for a few discontented weeks, to the great benefit of the local exchequer and the tourists' fund of pleasure and contentment, while there is no such effective and economical advertisement as a tourist who has had a good time.

What is now necessary, if we are to achieve a tithe of the benefits of tourist travel, which are ours for the taking, is:

First, to devise ways and means for radically increasing the funds available for tourist promotion purposes; Second, to devise ways and means for, as far as possible, assuring the continuous availability of such funds, so that plans may be intelligently forecasted;

Third, to add to the present promotion organization a division which shall have special charge of excursions and ways and means of entertaining tourists, and of enabling them to entertain themselves.

Wood on Promotion.

As secretary of the Promotion Committee, H. P. Wood is perhaps the person in Honolulu best qualified to speak on transportation, and his address on this subject this morning was more or less a setting forth of the facts of transportation. He began with a picturesque description of early travel to Hawaii and the world, naming the islands as the pivot upon which the world revolves. He spoke of the splendid facilities for travel on the mainland, and of the great amount of money which has been spent in supporting the palatial steamers which ply on the Atlantic, enriching all Europe.

"Place \$50,000 a year in the hands of the Promotion Committee for the next three years," he said, "and I have no hesitation in predicting that the harvest will be satisfactory—for there is no crop which responds more quickly than does the tourist crop. The Promotion Committee endeavors to keep in touch with many hundreds of railway and steamship passenger agents throughout the United States and Canada. We also send out from time to time copies of our folders to all tourist bureaus of the world. The work of keeping in touch with the active men in transportation matters is no small task, and I venture to say that there is not a railroad, steamship or tourist agency in the entire world that has not heard from the Hawaii Promotion Committee and has not on hand full and complete information concerning the Paradise of the Pacific."

"I will not attempt to give further details for my time has been limited, but as a last word I would like to urge every island and every district to take an active interest in the work of the Promotion Committee, and if you have suggestions to make, offer them; they will be welcome. If you do not favor the method pursued, say so; and if your criticisms are just they will have weight. If the personnel of the committee is, in your opinion, objectionable for any reason, a change can be readily brought about. The Hawaii Promotion Committee has certainly accomplished enough to merit your confidence and approval, but it can serve the interests of the territory far better, and obtain even greater results, if the people of Hawaii are thoroughly in accord with the movement and will unite in supporting it."

Interesting Address.

What was perhaps the most inter-

esting address of the morning was that delivered by Dr. John W. Wadman, superintendent of the local Methodist Mission work, who, drawing illustrations from his recent trip to the mainland, and his observation of tourist conditions locally, spoke upon the subject "By Word of Mouth on the Mainland." His address bubbled with humor at times, and the forceful manner in which he set forth truths and facts called for unlimited applause. He said, in part:

"During my nine years' residence in Hawaii I have been called to the mainland on several occasions on business, and at these times I have taken occasion to do what I could in public address and private conversation, to promote the best interests of our island home, and to advertise its attractions for tourists. True, Hawaii is 'Home Sweet Home' and there is no place like home, especially if it is Hawaii nei, a residence in which, if you stay long enough, permanently spoils you for living happily in any other place in the wide world. Witness the come-backers' club growing larger and larger in numbers as the years come an go." Doctor Wadman then dwelt at length upon the things which Hawaii has to offer in the way of scenery, climate, hospitality, sugar, and Democracy.

He spoke of the promotion work in California, basing his statements on years of travel and observation. The people of California believe in the get-together spirit, he said, and they have gotten together in a most remarkable way. They stand pat. No knockers in California. They are unselfish in their promotion work, and expect to be benefited by it on account of this. There is no spirit of greed or grasping among them. The Californians, he said, are striving for a clean state and to this end they are taking a tremendous interest in the political situation. They are voters, women as well as men, and they recognize their duty to exercise their franchise. "Good government" is their political slogan; "A Saloonless State" is their watchword.

"Our tourist travel has only fairly begun," said Doctor Wadman in conclusion. "Where hundreds are coming to visit us and stay with us, thousands, yea, tens of thousands, are sure on their way. We should work hard for them for they will pay us. Good roads will help, larger hotels, more commodious and comfortable inter-island means of communication, all the islands, more attractive pamphlets of promotion literature, the appointment of entertainment committees; all this will do good, but let us not forget that those same methods which the people of Southern California have followed with such conspicuous success will also greatly assist us and it would be wise for us to adopt them as soon as possible."

Tourists the Year Around.

"Reception, Entertainment and Hotels for Tourists," a matter which has come to be one of vital importance since the heavy increase during the past year of tourist travel to Hawaii, was the subject of an address by John T. Warren, who, at the beginning, said that the first impressions which the tourist receives upon landing in Honolulu, are important ones to be considered. He advocated large, roomy docks and well paved streets and conveniences whose charges would be reasonable. In making a comparison of hotel accommodations between Honolulu and cities of the mainland, the speaker said that Los Angeles, for instance, has one hotel for every 212 persons, while Honolulu has one for every 209 persons. Local hotels, he said, can take care of a limited number of tourists only. He urged the building of larger hotels and apartment houses.

One of the greatest difficulties in the way of new hotels could be removed if we all strove to make the tourist season as unmarked as are the other seasons in Hawaii. If this is done, we will not have the excuse for the hotel man that in summer his house is empty. Let us make the tourists come in summer as well as in winter. Our most gorgeous tropical blooms come in the summer. "Make it an all-the-year-season," said the speaker.

Mr. Warren set forth the value of the natural attractions, which have cost nothing, and urged that steps be taken to secure reasonable rates to visit these places. He classified the attractions into three divisions, natural, attractions through environment, and artificial entertainment. In suggesting an additional attraction, Mr. Warren said:

"Why not buy or lease a place at the beach and transform it into the replica of an old-time Hawaiian village. Give the use of it to a Hawaiian family on the following conditions: That they plant and raise their native foods and fruits, make poi, grow the materials for and make hats, mats and baskets. Let this be the place where luau and hulas are regularly given in their Hawaiian style, with accompaniment by Hawaiians playing their native instruments. In short, let it be here that the tourist can see and hear everything that he wanted to see and hear when he stopped off the steamer. Through it, let us remember that the best Promotion Committee, and the one that costs us nothing, is the satisfied tourist."

James L. McLean, speaking on the value of Inter-Island trips, delivered a strong address, as follows: Inter-Island Trips and Points of Interest.

Mr. Chairman and Gentlemen: I have been asked to speak to you on a subject which I am a little doubtful of tackling, namely, "Inter-Island Trips." I am afraid that most of the gentlemen present in this convention have already experienced the pleasures and displeasures of an inter-island trip and may therefore discredit anything I may say upon the subject. However, I will attempt to say a few words on the topic assigned me, as I am not a public speaker I will

crave your indulgence to overlook any failure on my part to interest you.

As you all know, the most advertised and the best known inter-island trip is the one to the island of Hawaii and the volcano of Kilauea. For over thirty years past, the steamers operated by the Inter-Island Steam Navigation Company have taken passengers from Honolulu and other islands and ports, to see this world renowned volcano, and I think I am correct in saying that 99 per cent of those who have made this trip have expressed themselves as being more than satisfied and repaid by what they saw, not only of the volcano itself, but of the beautiful scenery along the Hana-Kaunaloa coast and the wonderful ferns and tropical foliage along the railroad and auto drive between Hilo and the Volcano House. Even when the volcano itself is dormant and there is nothing to be seen at the "pit," the other sights, such as the fern forest, sulphur banks, three craters, Kilauea Iki and the six craters, amply repay one for the trip. He has undertaken, in addition, the railroad trip from Hilo to Paouli, along the Hamakua coast, now adds greatly to the enjoyment of the traveler.

People Are Awakening

A popular route to the volcano is by the way of Kailua, which port is reached early the following morning after leaving Honolulu. The ride overland from Kailua through the great coffee district of Kona, thence across the lava flows to Waiohinu is very instructive and interesting. From Waiohinu the trip is continued through the Kaa district to the Volcano house, which is reached the same afternoon.

Recently, the people of Hawaii, and Hilo in particular, have awakened to the possibilities of the big island as a tourist attraction, are proceeding to advertise its wonders extensively and it can safely be said that numerous other attractions besides those mentioned, will soon be available to tourists and others.

Second to the volcano trip is the one known as the Haleakala trip, and here, on the island of Maui, the world's greatest extinct crater, Haleakala, is to be seen. The trip to the summit of Haleakala can now be easily made, all arrangements for the comfort of the traveler from the time he lands on Maui until he departs from that island being in the hands of Manager Field of the Maui hotel at Wailuku. Mr. Field has recently completed arrangements whereby the tourist can step into the Inter-Island office in Honolulu and purchase a coupon ticket, which covers all transportation and hotel expenses and will show him all points of interest to be seen on Maui. Those persons who have had the opportunity of witnessing the marvelous sight of the sunrise from above the clouds on the summit of Haleakala, proclaim it to be the greatest sight to be seen in the world, not even excepting the volcano of Kilauea when in action. Besides Haleakala, there is to be seen on Maui beautiful Lao valley, with its verdure covered peak known as the Needle. This, together with the trip around the north side of the island, through Honokahua, thence on to Lahaina, the old historical capital of the islands, completes an interesting trip for the tourist. The following bit of poetry will show how Maui is being brought to the attention of travelers. It was composed by a well-known citizen of Maui, was recently published in a Maui newspaper, and is well worth being reproduced in the literature sent out by our wide awake Promotion committee.

SEE MAUI LAST.

"See Maui last, for like the wine Our Lord made out of water, She is the best, the sole divine, Pacific's fairest daughter."

"See Maui last, but take your time Among her verdant bowers, Her dreamy valleys, her mounts sublime, The home of happy hours."

"See Maui last, it's worth your while, And better late than never, The glory of the Valley Isle Shall live with thee forever."

After All Travelers

One of the last islands to "wake up" to its tourist possibilities was the island of Kauai, generally known as the "Garden Island" where numerous points of interest are easily accessible. A trip to this island can now be made quickly with comfort, and among the sights to be seen there, is the miniature "Grand Canyon," which is said to compare favorably with the great canyons on the mainland. Other points of interest are the Barking Sands, and Waialua Falls. Then there is beautiful Hanalei Bay, with its unsurpassed sea bathing. Occasionally steamers are sent on excursion trips to make the circuit of the island of Kauai, and let me tell you, that whenever the opportunity offers to make this trip, no one should miss it, for the grandeur of the verdure covered peaks and valleys to be seen on the north coast of Kauai, cannot be surpassed, and is even more beautiful than the Hilo-Hamakua coast on the island of Hawaii. Negotiations are now under way which when completed will allow of coupon tickets being sold in Honolulu, covering trips to all points of interest on Kauai, and including all hotel and transportation expenses. This should materially increase travel to that island.

In closing, I wish to state, that the Inter-Island Steam Navigation Company, which it is my privilege to represent, has decided to follow up the tourist and local travel traffic between the islands, to the limit, and with this object in view, has instructed its passenger agent, Mr. O. C. Scott, to devote his entire time in endeavoring to induce all incoming tourists, as well as local people, to see the beauties of that land which Mark Twain has described as "the

loveliest fleet of islands that lie anchored in any ocean."

Cooperation an Essential

"Cooperation in Public Matters" was the subject of an address delivered by George W. Smith, which dealt with the sugar interests and the cooperation which the business houses and organizations should give the work being carried on by the Promotion Committee. Mr. Smith spoke in part as follows:

With the change of political parties on the mainland came an ominous warning of legislation to be enacted that would be inimical to the main interest of the territory. How could it be averted, or what method should be taken to avert it? The sugar interests alone could not. They were on the defensive; their methods, system, profits, their very life, were the objects attacked.

Through the energy and forcefulness of ex-Governor Carter, the community was aroused to the danger, and, among other things, the merchants were asked to assist by letters to their correspondents, setting forth, from a dollar-and-cents point of view, the danger to general business, that is, to mercantile profits, from legislation that would destroy or cripple an industry that was the source of the golden stream flowing back as a result of the prosperity here existing.

The response to this appeal was prompt and effective in that it brought directly home to those who would, probably, have not given the matter a thought, the need for assistance and action. The future before us is not wholly dark, we fear most that which does not happen. The time is near at hand when a tide of travel, such as our ports have never known, will flow this way. New difficulties, new problems and new dangers that we have not, heretofore, been called upon to meet, will face us. Dangers in the way of tropical diseases, from which our territory has been free, will call for the hearty cooperation of all interests, without cavil or blinking, in support of the federal and local health officials. Cooperation in all matters pertaining to drainage of insanitary localities, sanitation, in communities, districts and homes, sewerage, an adequate and pure water supply, care and provision for the unfortunate indigent afflicted with tuberculosis, proper tenement and housing conditions, all that should bring forth the best that is in us, subordinating selfish interests, a working together, not only for ourselves but also for those who come after us and for the stranger within our gates.

This calls for our cooperation with the body which, by advertising and descriptive literature, seeks to draw the traveler this way, to interest him, to hold him at his play, that he may witness and enjoy the beauties of nature we here have to offer. This, in turn, calls for the cooperation of territorial, municipal and county officials; not holding aloof, damning with faint praise or denouncing after the thing is done, but an active participating cooperation that will result in good roads, improved facilities, greater conveniences, more attractive surroundings.

Thus, Mr. Chairman and gentlemen, do I conceive of cooperation as a working together of active, efficient civic bodies in commercial and public life, without thought of reward other than the love of doing, in making this territory a still greater, better, more attractive Paradise of the Pacific.

Tribute Is Paid Duke

An excellent tribute was paid Duke Kahanamoku, champion short distance swimmer of Hawaii and the world, when Ed Towse, speaking on the subject of "Promotion," clasped the swimmer as the greatest advertising effort of which the islands boast. Towse spoke in a glowing manner of the work which Duke has done on the mainland, and placed a partial reward for this work in having his picture on the posters of the 1914 Floral Parade and Carnival, copies of which will be strewn over the world. Mr. Towse spoke in part as follows:

"The Hawaii Promotion Committee may be described as an unceasing activity 'in being.' The sun never sets upon its effort, for it has girdled the globe. Through this medium, the charms of Hawaii as a tourist resort are presented daily to almost but not quite as many people as attend the moving picture shows. It is a clearing house of ideas for the benefit of Hawaii nei."

"This committee is now spending about \$25,000 per annum. It should have \$50,000, especially in view of the opportunities presented by 1914-1915 events. Contributors to the fund of the carnival committee are:

Territory of Hawaii, Hilo Board of Trade, Shippers' Wharf Committee at Honolulu, Honolulu Chamber of Commerce, Merchants' Association of Honolulu, City and County of Honolulu, and individual subscriptions (nearly one-half the total income). It will be noted that the committee is financially aided by every political subdivision of the territory excepting the counties of Hawaii, Maui and Kauai. May we now hope that these will be added without delay."

"Your promotion committee, gentlemen, faces the future with well founded enthusiasm, and with unbounded confidence in its cause. It is spurred onward with the faith that tourist traffic is our greatest asset. Promotion dividends will continue to increase rapidly from the \$3,000,000 of last year with your encouragement and support for which we thank you. We shall constantly exert ourselves to the utmost in the task of upbuilding travel to Hawaii to the point where all transportation and housing problems are solved and the islands shall come fully into their own as the Mecca of the great multitude of those who make journeys."

Ninety-six days from Hamburg with general cargo from European ports, the French bark Bretagne is expected here by the early part of October. The vessel is consigned to H. Hackfeld & Co.